Air Force Materiel Command

Developing, Fielding, and Sustaining America's Aerospace Force

U.S. AIR FORCE

F A S T

Flexible Acquisition and Sustainment Tool

Orientation Briefing

22 Mar 2005

Integrity - Service - Excellence

Overview

- Why Have FAST
- What Is FAST
- Why Use FAST
- Who Can Use FAST
- How to Use FAST
- FAST Track Record
- Contract Results
- WR-ALC FAST Points of Contact
- Summary

Why Have FAST

AFMC FAST

ALCs needed…

- **No-surcharge contracts**
- **Reduced contract administrative lead time**
- **Reduced cost**
- **Increased Small Business partnerships**

…Better warfighter support!

What Is FAST

AFMC FAST

- **Combined Air Logistics Centers Effort with WR-ALC as acquisition program lead**

- **Contract Scope**
  - **Modifications - Upgrade or replacement for the *enhancement* of reliability, serv maintainability, and performance**
  - **Services - 148 labor categories avail**
    - » **Technical and professional weapon system**
    - » **Advisory and Assistance Services (A&AS)**

What Is FAST

- **Spares and Repairs**
  - Limited, Critical, and Contingency
  - Spares for Modifications
- **Excellent Contract Vehicle for MICAPs and Pop-Up Requirements**
  - Contract award in 19 working days, shorter if sole source
  - FAST Contractors responsive to emergency orders if within their capability

What Is FAST

- **Contract Type 6 ID/IQ**
- **Contract Ceiling $7.4 Billion**
- **Life Span Sep 01 – Sep 08**

  5 Years w/one 2 Year Option (Total of 7 Years)
- **Award Time 19 - 60 Days**
- **Fee 0%**
- **# of Prime/Subs 6 Primes and 395+ Subs**

Prime Contractors

- **6 Awards to Prime Contractors (Subcontractors)**
  - **4 Full and Open Competition Awards**
    - » ***Boeing Aerospace Operations*** – Large (82 Subs)
    - » ***Lockheed Martin Integrated Systems*** – Large (101 Subs)
    - » ***Science Application International Corp*** – Large (68 Subs)
    - » ***Modern Technologies Corp*** – Small (108 Subs)
  - **2 Set-aside for Best Small Businesses**
    - » ***Support Systems Associates Incorporated*** – Small (33 Subs)
    - » ***Technical and Management Services Corporation*** – Small (59 Subs)
      - Numerous Large businesses on Small Business teams

FAST Teaming Process

1. Business Decision Between Prime and Sub
2. See FAST Web Site

   http://fast.hill.af.mil/
3. Contact FAST Prime(s)
4. Submit Labor Rate Package
5. Government Review / Approval; Contract

   Modification

Scope Exclusions

- **FAST is <u>NOT</u> Available for…**
  - New Development **(but can be used for New Starts)**
  - Base Operating Support (BOS)
  - Military Construction (MILCON)
  - Civil Engineering
  - Previous or Existing **Air Force** Small Business Contracts
    - Small Business Set Asides
    - Small Disadvantaged Business or 8(a) Requirements

Why Use FAST
Advantages

AFMC FAST

Flexibility

Broad Knowledge Base Contractor Teams

Modifications, Services, Spares & Repairs

Increase Competition

Speed

19 Days Average to Place Order

Reduce Cost

Dramatic Reduction in Lead-time

No Surcharges

Decrease Redundant Contract & Administrative Costs

Reduce Industry Bid & Proposal Costs

Help Centers meet Socioeconomic Goals

15% of Direct Award Dollars to Small Business Primes

24% - 25% of Large Business Award to Small

Why Use FAST
(FAST Streamlining Benefits)

- Not Under FAR 15 Source Selection Rules
- No Synopsis Pre/Post
- No Formal Acquisition Plans or ASP's
- No Small Business Coordination
- No Industry Day Required
- No Legal Review Under $5M
- No DCAA Audit Required

Why Use FAST
(FAST Streamlining Benefits)

- No Solicitation or Contract Clearance
- No Contractor Responsibility Determination
- No EEO Compliance (>$10M for 1st Tier Sub)
- Non-Protestable (Except for Scope)
- No Subcontracting Plans
- No 1279 Congressional Report

Advantages

AFMC FAST

- On-site Prime Representatives
- Risk Mitigator
- Develops Trust
- Early Industry Involvement
- Better Understanding of Team Member Capabilities
- Allows Tailoring in Acquisition Process

Why Go FAST

- Business Opportunity
- Ease of Business…
  - Prime Deals with Red Tape
- Posture for Future Government Business

Customers

➢Who Can Issue Orders?

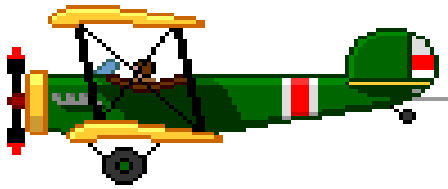
- AFMC Air Logistics Centers
  - » Centralized ordering & Decentralized administration at WR-ALC
  - » Decentralized ordering & administration at WR-ALC
  - » Decentralized ordering & administration at OO-ALC & OO-ALC
- DLA
  - » Centralized ordering & Decentralized administration @ Richmond
- AFMC Product Centers “Case by Case Basis”
  - » Decentralized ordering & administration

➢Who Can Use FAST?

- AFMC Program Managers & Requirements Personnel
- DLA Centers

How To Use FAST

- **FAST Web Site:**



http://fast.hill.af.mil/

- **Review FAST User's Guide and Addendum**
  - Follow FAST D/TO Process, Step-By-Step Procedures

FAST Guidance

FAST User's Guide

- **Scope**
- **Delivery/Task Order (D/TO) Process**
- **Ordering/Selection Procedures/ Award Process**
- **Responsibilities of the Customer**
- **Post Award D/TO Administration**
- **FAST Contractor Teams**
- **Appendices**
  - FAST Registration Template
  - Exemption to Competition
  - Memorandum for Record
    - » Documentation/Coordination

WR-ALC FAST User's Guide Addendum

- **FAST D/TO Process**
  - –Step by Step Procedures
- **Attachments:**
  - –FAST Registration Form
  - –FAST Checklist
    - »Samples
    - »Templates
    - »Instructions

WR-ALC FAST Process

AFMC FAST

Preliminary Planning

- Requirement or Idea of Requirement
- PM Contacts Business Advisor, i.e. Cognizant PD PCO
- Look at Contracting Vehicle Alternatives
- PM & PD PCO Conduct Business Planning

Step 1 — FAST Registration
Confirm Within FAST Scope

Step 2 — Meeting With the FAST Office – May Occur at Any time

Step 3 — PR Package Development
Complete FAST Checklist & Appendix B for Sole Source

Submission

Step 4 — FAST Team Review of PR Pkg for Completeness

Certified PR Accepted

FAST Team Submits Electronic RFOP to Cntr(s)

Proposal Submitted by Cntr(s)
within 7 days

Step 5 — PM Conducts Tech Evaluation
FAST Team Conducts Cost Eval
within 5 days

Step 6 — FAST Team Reviews Eval & Resolves Issues
within 7 days
ISSUES ORDER

Step 7 — Contract Admin Conducted by PD Program Team

* H
Technical Assistance Available

* WR-ALC Business Planning Documentation Guide Provides Checklists & Time Saving Techniques

days = working days

FAST Checklist
(WR-ALC Addendum - Attachment 1)

PART ONE

1. Program dollar value (include options):

$_____

Need Date:

_____

2. This requirement includes:

☐ **Services**

☐ **Modifications**

` ☐ **Spares *Check one:*** ☐ Spares for Modifications

☐ Contingency ☐ Critical ☐ Limited Explain rationale for spares _____

☐ **Repairs *Check one:*** ☐ Contingency ☐ Critical ☐ Limited Explain rationale for repairs_____

☐ **Competitive** ☐ **Sole Source (Attach FAST**

FAST Checklist
(WR-ALC Addendum - Attachment 1)

AFMC FAST

7. Type of contract recommended? (Check all that apply):
   - ____ FFP
   - ____ Cost Plus Fixed Fee
   - ____ Cost Plus Award Fee
   - ____ Cost Plus Incentive Fee
   - ____ T&M

8. Basis for this Pricing Arrangement Recommendation:

FAST Checklist
(WR-ALC Addendum - Attachment 1)

continued

5. Procurement History: (Check all of the following as appropriate to confirm that your requirement is within guidelines established)

- ☐ Requirement was previously MIPR'd to another service or agency.
  If **YES**,skip to question number 6.
- ☐ No procurement history – new requirement
- ☐ No current Air Force (AF) contract will be disrupted or displaced by FAST
- ☐ No follow-on AF contracts for requirements currently acquired under 8(a) set-asides or Small Disadvantaged Business AF contracts will be transitioned to FAST
- ☐ Currently acquired small business set asides on AF Contracts will not be transitioned to FAST, unless the rule of two (FAR 19.502 no longer applies)
- ☐ Work currently accomplished by a small business on AF Contracts
  (excluding 8(a) and SDB requirements) will require a specific contracting

FAST Checklist
(WR-ALC Addendum - Attachment 1)
continued

6. Evaluation Criteria – state technical/management factors to be included in the solicitation from list below or provide additional factors as necessary.

* If additional factors are needed, check here ☐ and attach.

☐ Mix/Availability of Skills ☐ as provided in sample OR ☐ revised as attached
☐ Technical solution/approach ☐ as provided in sample OR ☐ revised as attached
☐ Management approach ☐ as provided in sample OR ☐ revised as attached
☐ Technical/management approach ☐ as provided in sample OR ☐ revised as attached
☐ Delivery schedule or Turnaround Time ☐ as provided in sample OR ☐ revised as attached

FAST Checklist

(WR-ALC Addendum - Attachment 1)

continued

AFMC FAST

7. Are 7 working days appropriate for submission of proposal? ____ Yes ____ No

If no, IAW H-906, how many days should be provided in the RFOP
for receipt of proposals? ___ days

8. Are 5 working days adequate for your Government technical evaluation? ____ Yes ____ No

If no, IAW H-906, how many days should be provided in the RFOP for evaluation of proposals (state your technical evaluation time, the FAST office will add an additional 7 days for negotiations as necessary and issuance of order)? ___ days

FAST Checklist

(WR-ALC Addendum - Attachment 1) *continued*

9. Are the requirements documents provided electronically? ___ Yes ___ No (*Please provide in editable format, if possible.)*

10. Can the funding profile be released to the contractor with RFOP? ___ Yes___ No

11. For repair/mods, have you attached your SORAP, 50/50 cert, or workload certification, as applicable? ___ Yes ___ No *(If no, this must be provided prior to solicitation. WR-ALC/XP is the OPR.)*

12. For repairs/mods, is ALC partnering applicable? ___ Yes ____ No

FAST Checklist

(WR-ALC Addendum - Attachment 1)

continued

AFMC FAST

13. Have you identified and provided CDRLs for all of your data deliverables, i.e., reports, technical manuals, test plans, etc. ____ Yes ____ No

14. DD 254 Applicable? ____ Yes ____ No
(*If yes, does the contractor possess the necessary security clearance and safeguarding capability?)*

15. Performance Site: ☐ Contractor's Plant
☐ Government Location:
_____

FAST Checklist

(WR-ALC Addendum - Attachment 1)

continued

16. If performance is on a Government location, identify working space, materials, equipment, services and other support that will be provided in the SOW. Obtain approvals as required for space availability, etc. IAW WR-ALC procedures. WR-ALC/XP is the approval OPR.

17. Class I Ozone Depleting Substances:

□ I have reviewed the requirements, including available technical documentation, and believe that it does not

FAST Checklist

(WR-ALC Addendum - Attachment 1) *continued*

18. Will Government Furnished Property (GFP) be provided? ____ Yes ____ No ***(If yes, identify GFP and GFP delivery schedule.)***

Note: If the GFP was previously authorized under another contract, please provide the contract number and the name and phone number of the cognizant PCO / ACO. This information is required before a contract order can be awarded.

19. Do you have a technical support contractor involved in working this program? ____ Yes ____ No

20. Will you have Non-Government Advisors

FAST Checklist

(WR-ALC Addendum - Attachment 1) *continued*

21. If this is an A&AS requirement, please complete and certify the following. *(If not A&AS, skip to Explanations/Additional Information and signature blocks.)*

☐ **This A&AS effort will not circumvent personnel ceilings**

☐ **This A&AS will not replace displaced government personnel with A&AS contractors unless proven to be financially advantageous to the Federal Government**

☐ **This A&AS effort will not be performing inherently governmental functions as defined in OFPP policy 92-1 and FAR Section 7.503**

FAST Checklist
(WR-ALC Addendum - Attachment 1)
continued

Explanations/Additional Information:

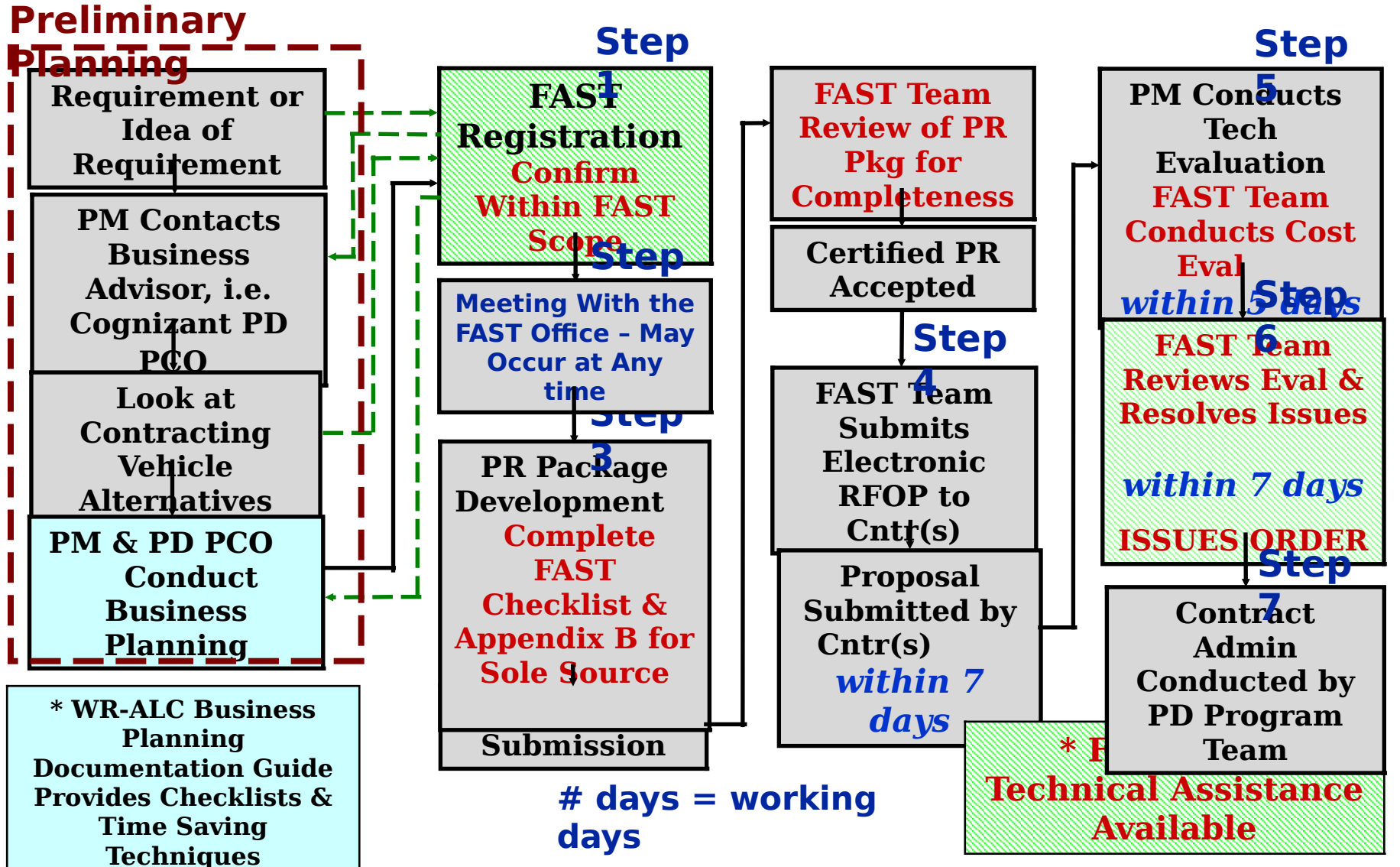
The average D/TO issuance is projected at 19 working days. The Offeror is allowed 7 days to submit a proposal, unless otherwise specified in the RFOP. The Government will evaluate and negotiate, as necessary, and issue the order within 12 working days after date set for receipt of proposals, unless otherwise stated in the RFOP. The 12 working days consists of the following.

a. An electronic notification will be issued from the FAST office requesting an evaluation from the customer of all proposals received. The customer has five working days to evaluate the proposal(s) from the contractor(s) and submit the evaluation back to the FAST Office.

b. [redacted] discrepancies and to conclude award preparation. If negotiations/discussions are necessary, contractor(s) may be requested /allowed to revise their proposals, as necessary. Upon receipt of an evaluation memorandum (see attachment 3), the ordering PCO will issue a D/TO to the contractor whose proposal provides the best value to the Government. D/TOs may be placed by mail, facsimile, or by electronic commerce methods.

WR-ALC FAST Process

FAST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Step 4
FAST Team Submits Electronic RFOP to Cntr(s)
Proposal Submitted by Cntr(s)
within 7 days
Step 5
PM Conducts Tech Evaluation
FAST Team Conducts Cost Eval
within 5 days
Step 6
FAST Team Reviews Eval & Resolves Issues
within 7 days
ISSUES ORDER
Step 7
Contract Admin Conducted by PD Program Team
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Technical Assistance Available

FAST Track Record
Lessons Learned

- **FAST is not a *magic bullet* that will fix <u>all</u> acquisition problems**
  - Acquisition planning is still required
  - A good PR package is essential
- **FAST is not for everything**
  - Some acquisitions gain little with FAST
  - Good when it makes sense

FAST Track Record
Lessons Learned

- **Works on large source selection**
- **Not appropriate for all source selections**
- **Worked with AE to streamline Source Selection Process and Procedures**
  - Balancing between people's comfort level and speed of solving warfighter needs

Contract Results

FAST Stats

- Currently in Year 4 of 5 of Basic Period
- Plan to Exercise 2-year Option Period
- Decentralized Use Across ALCs
- Proven Merits
- FAST II Development Underway
  - Determining Scope & Users

Total Usage
(Through 15 Mar 05)

AFMC FAST

- **Awarded 397 Delivery/Task Orders (D/TOs)**
  - Awarded 138 D/TOs worth $337M to Small FAST Primes
  - Awarded 259 D/TOs worth $646M to Large FAST Primes
  - Obligated over $983M
    - » Worth over $2.3B with options included
  - Small Primes received 34% of direct award dollars
    - » 52% with options included
  - Average Turnaround Time – 22 days
  - 56% of obligated dollars were competed
    - » 76% with options included
  - Presently 34 D/TOs In-Work worth $239M

Large Orders Performance (Through 15 Mar 05)

AFMC FAST

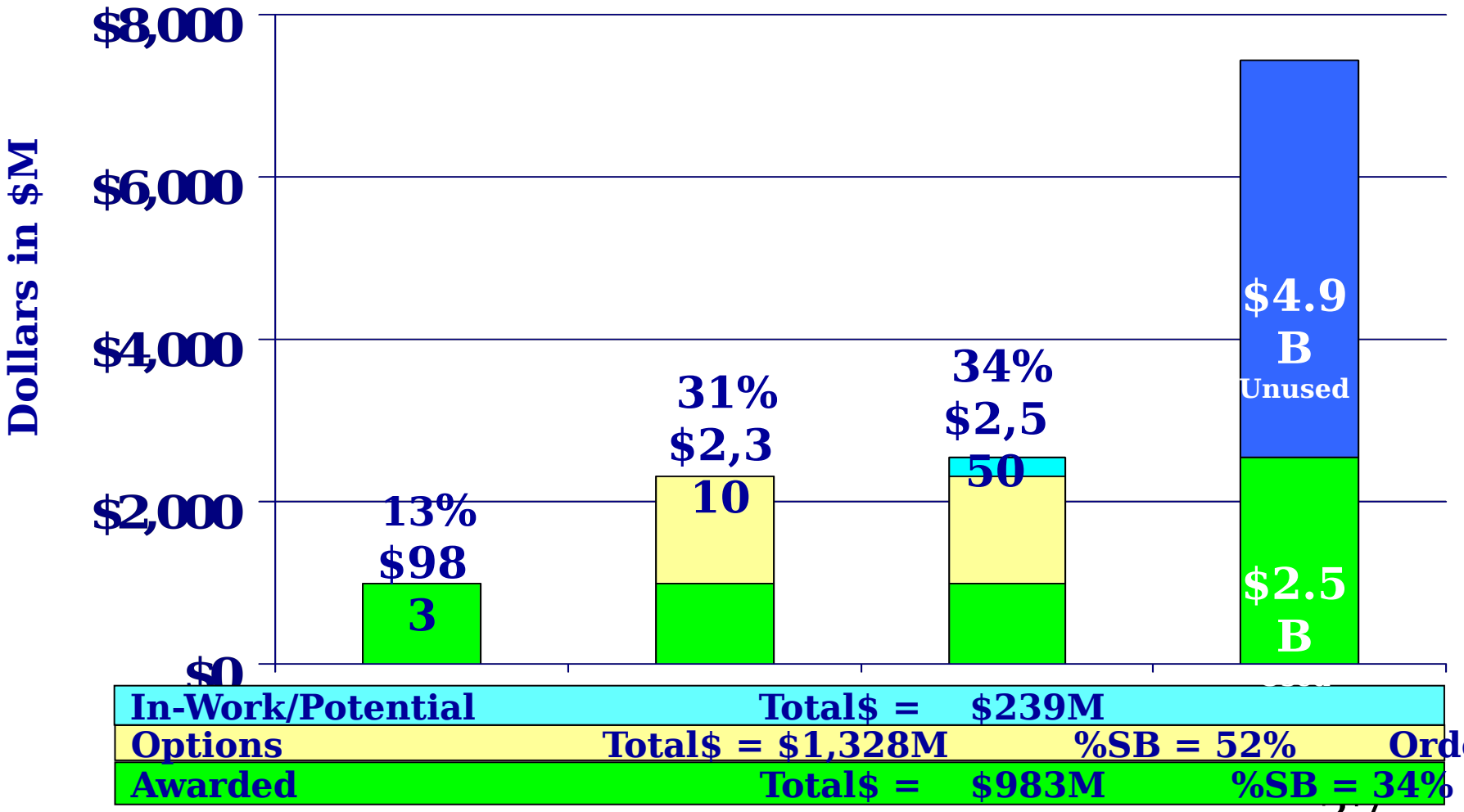
- **Awarded 11 D/TOs over $40M**

ALC	Orders	Value	# of Days
OO-ALC	Joint Threat Emitter Replacement	$409M	42
OO-ALC	F-16 Digital Video Recorder	$200M	44
OO-ALC	F-16 Identify/Friend/Foe System	$175M	50
OO-ALC	F-16 Multi-Function Display System	$58M	28
WR-ALC	C-130 Tanker Modification	$112M	100
WR-ALC	Huey II Mod/Refurbishment UH-1H	$79M	19
WR-ALC	ARC 169 Low Power Filter Upgrade	$48M	108
WR-ALC	FLIR Modification	$46M	43
WR-ALC	H-53 Helicopter Modification	$46M	74
WR-ALC	C-130 UDLM	$43M	20
OC-ALC	E-3 Mission Crew Training	$43M	62

53 Days Average from Solicitation to Award

Total $ Awarded vs Ceiling

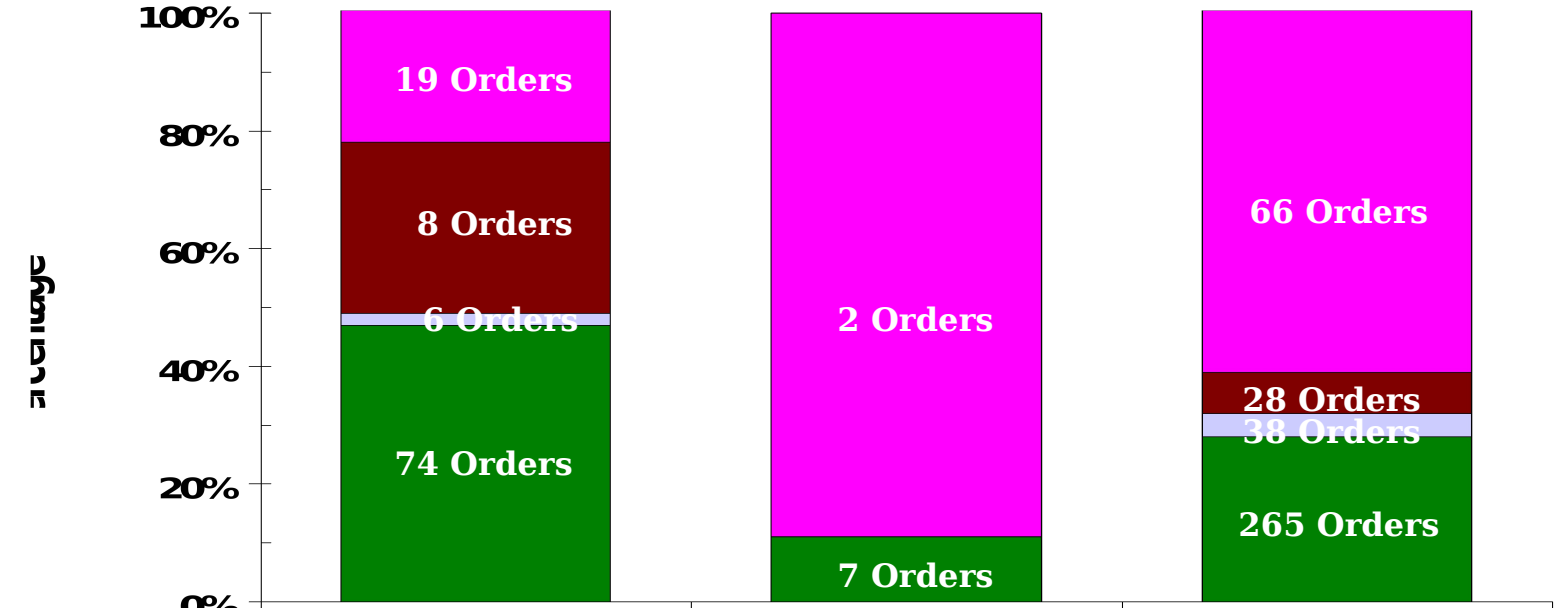
Data as of 15 Mar 05



Comparison of Work Breakout

(Percent of Dollars Obligated plus All Future Options)

Data as of 15 Mar 05



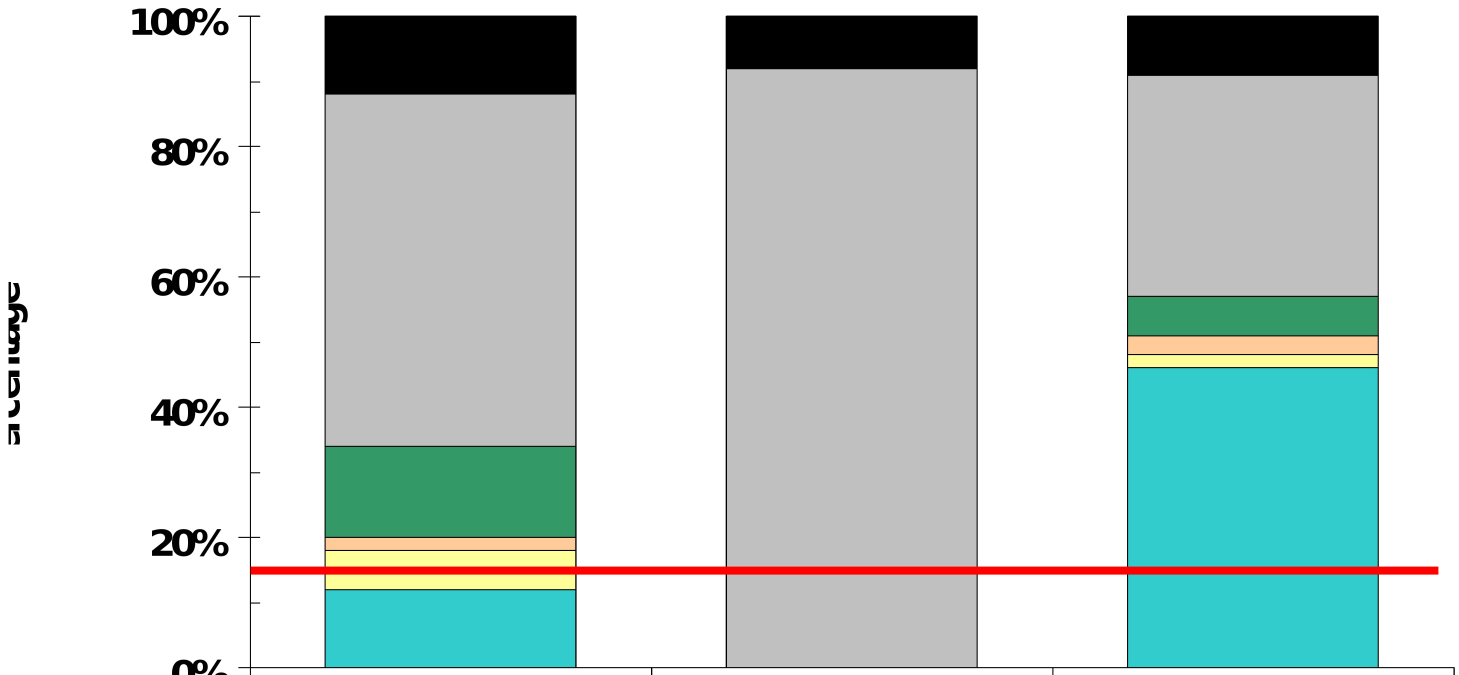
	FY04	FY05	Total
Mods %	23%	89%	62%
Repairs %	29%	0%	7%
Spares %	2%	0%	4%
Services %	47%	11%	28%

Mods $	$451M	$117M	$1,424M
Repairs $	$10M	$0M	$154M
Spares $	$12M	$0M	$87M
Services $	$149M	$15M	$645M

Comparison of Contractors

(Percent of Dollars Obligated plus All Future Options)

Data as of 15 Mar 05



	FY04	FY05	Total
SAIC %	12%	8%	9%
LOCKHEED %	54%	92%	34%
BOEING %	14%	0%	6%
TAMSCO %SB	2%	0%	3%
SSAI %SB	6%	0%	2%
MTC %SB	12%	0%	46%

WR-ALC FAST Points of Contact

Name	Position	Phone #
Vacant	Program Director	(478) 222-1346
K.C. Jones	Program Manager	(478) 222-1313
Tyrone Walker	Program Manager	(478) 222-1316
Fran Botkin	Lead Contracting Officer	(478) 222-1270
Steve Esmond	Contracting Officer	(478) 222-1322
Al Thompson	Lead Program Manager & Engineer	(478) 222-1269

Summary

AFMC FAST

FAST...the Premier Air Force Sustainment Contracting Vehicle

Provides:

-- Rapid Awards -- Decentralized Use

-- Broad Scope -- Prime Awards to SB

-- Partnership In Warfighter Support

- **The FAST Government Team & Contractors Stands Ready to Help You Solve Your Air Force Weapon Systems Sustainment Challenges**